

## **ROMANIAN MARKET FOR AIRPORT EQUIPMENT AND SERVICES**

### Introduction

Romania has 17 airports, of which the largest four (Bucharest-Otopeni, Bucharest-Baneasa, Timisoara, and Constanta international airports) are under the Ministry of Transport, while the others (13 regional and domestic airports) are under the administration of local authorities. According to Romanian Government policy, all airports may be privatized. Individual plans for airport privatization are closely linked with plans for airport renovation, diversification, and expansion.

Currently, because of financial difficulties caused by the restructuring of the country's economy, investment funds for airport expansion are scarce at both national and local levels. In accordance with the Ministry of Transport's airport development masterplan, through the end of 2002 emphasis will be put on the upgrading of Romania's main airport, Bucharest-Otopeni. To help complete this major project, the Ministry has limited the funds to be allotted, out of the state budget, to the other international airports. Regional/domestic airports, too, are confronted with a lack of investment funds as local authorities are forced to channel meager financial resources to other, more vital, investment. However, initiatives coming from the private sector, Romanian and foreign, may support investment at some of the best-located airports.

Following is a presentation of the Bucharest-Otopeni airport expansion project. Plans for the modernization and expansion of some of the other airports are also briefly outlined.

### Bucharest-Otopeni International Airport Expansion Project

This project's first stage (1994-1998; cost: \$123 million, of which \$70 million for imports of equipment and materials) included mainly the building of a new terminal for passenger departures (1,000 pax/peak hour) and of a finger connecting the new terminal to the old one and having five airbridges. Project-related imports included such state-of-the-art equipment as Jetway Systems airbridges (U.S.), Safegate automatic docking systems (Sweden), Fresia towing tractors (Italy), snow sweepers/blowers (Norway, Germany, Italy), and AG&G Astrophysics baggage scanners (U.S.).

The second stage of the project's implementation (2000-2002; cost: \$60 million) is well underway. Priority investment was channeled to the modernization of the airport's old terminal, which was commissioned in November 2000, and which handles only arrivals (1,000 pax/peak hour). It is estimated that the airport's two terminals will be able to process a total of up to 3.5 million passengers per year (Note that in the year 2000 the airport handled 2 million passengers.)

The airport's infrastructure modernization plan also includes the building of a new cargo terminal (to be inaugurated in early June 2001; initial capacity: 30,000 tons of goods per year; final capacity: 100,000 tons per year); the building of a three-level parking facility for about 800 cars

(to be inaugurated in September 2001); the building/extension of two taxiways; and the enlargement of the aircraft apron. Other investment related to this project will include the building of a transit hotel for 200 guests and of a business center located in the vicinity of the airport.

The cost of imports of equipment and services under this project is estimated at \$50 million. Imports worth about \$43 million will be financed through a Romanian Government-guaranteed loan granted by Midland Bank London for 10 years, with a 6-month grace period. An additional \$7 million, coming from the airport's own revenues, will also be earmarked for imports. Costs paid by the Otopeni Airport Authority in local currency will equal about \$10 million.

Airport expansion/modernization is carried out by Romairport, an Italian-Romanian joint venture including Italstrade SpA Milano, SEA-Aeroporti di Milano, and CCCF Bucharest. As was the case with the first stage of the project, state-of-the-art equipment has been and will continue to be imported from prominent Western European and U.S. firms.

As regards the third stage of the airport's expansion (2003-2015), it will have as its main investment the construction of a second finger (increasing the number of air bridges from 5 to 11) and the building of an underground shopping mall in the airport area. When this complex expansion and modernization project is completed, Bucharest-Otopeni will become one of the most modern airports in Central and Eastern Europe.

### Other Projects

Romania's other 16 airports have all developed detailed expansion/modernization plans. However, as mentioned before, most of these projects are currently stalled because of financial difficulties. Two projects which may generate business opportunities for U.S. companies over the next few years are discussed below.

#### -- Upgrading of the Bucharest-Baneasa Airport

The Ministry of Transport has recently approved an ample long-term development plan for this oldest international airport of the country. Because of its current proximity to the city center, which calls for special measures regarding noise abatement, this airport will specialize in flights with lighter aircraft (domestic and regional flights; general aviation; VIP flights; courier cargo flights). The long-term development plan provides for the building of: three new terminals (for VIP flights, general aviation, and cargo) with the necessary aprons and taxiways; a shopping mall; an underground parking facility for 2,000 cars; a business center; a 180-room hotel; and a transit hospital. This impressive plan will start with investment earmarked for the modernization of the airport's control tower, the building of the terminal for VIP flights (capacity: 20 pax/peak hour), and the building of the shopping mall, which is expected to contribute importantly to an increase in the airport's revenues. The airport is currently trying to supplement funds from the state budget by attracting private investment for its projects.

-- Upgrading of the Cluj-Napoca airport

In recent years, this small Transylvanian airport has seen a marked increase in its traffic. In the year 2000 it had flights to Budapest, Vienna, Frankfurt, and Bologna, and handled 100,000 passengers. Investment related to the airport's upgrading includes the adding of a new wing to the existing terminal to handle foreign traffic; the building of a cargo terminal; the expansion of runways and taxiways; the modernization of the runway lighting system; and the installation of new ILS to make navigation in this fog-prone area safer.

Points of Contact

A. American Embassy:

Roda Tinis, Industry Specialist  
American Embassy  
Str. Tudor Arghezi 7-9, Bucharest, Romania  
Tel. (40-1) 210-40-42; Fax: (40-1) 210-06-90  
e-mail: [Roda.Tinis@mail.doc.gov](mailto:Roda.Tinis@mail.doc.gov)

U.S. Mail:  
Commercial Service  
U.S. Embassy (Bucharest - 5260)  
c/o U.S. Department of State  
Washington, DC 20521-5260

B. Host Government:

MINISTRY OF TRANSPORT  
Blvd. Dinicu Golescu 38, Bucharest  
Head, Airport Division: Daniel Achim  
Tel. (40-1) 638-6868, 638-4350; Fax: (40-1) 222-5579

C. Airports

BUCHAREST-OTOPENI INTERNATIONAL AIRPORT  
Sos. Bucuresti-Ploiesti Km. 16.5, Bucharest  
Director General: Gabriel Tara, Tel. (40-1) 230-4542; Fax: (40-1) 312-2744;  
GSM (40-92) 251230  
Marketing Director: Camelia Miclescu, Tel. (40-1) 201-3331; Fax: (40-1) 201-4990

BUCHAREST-BANEASA INTERNATIONAL AIRPORT  
Sos. Bucuresti-Ploiesti 40, Bucharest, Tel. (40-1) 232-0020

Director General: Sorin Ciobanu, Tel. (40-1) 230-5607; Fax: (40-1) 232-3687  
GSM (40-94) 388980

**ARAD AIRPORT**

Calea Bodrogului, 2900 Arad  
Director: Lucian Atanasiu  
Tel. (40-57) 252564; Fax (40-57) 254482

**BACAU AIRPORT**

Str. Aeroportului 1, 5500 Bacau  
Director: Stefan Cristian Stanciu  
Tel. (40-34) 175362; Fax (40-34) 175366

**BAIA MARE AIRPORT**

4800 Comuna Tautii Magheraus  
Director: Vasile Dale  
Tel. (40-62) 222246; Fax (40-62) 223394

**CARANSEBES AIRPORT**

Str. Aeroportului 1, 1650 Caransebes  
Director: Stefan Serbanescu, GSM (40-94-508672)  
Tel./Fax (40-55) 516356

**CLUJ-NAPOCA AIRPORT**

Str. Traian Vuia 149, 3400 Cluj-Napoca  
Director: David Ciceo  
Tel. (40-64) 416636; Fax (40-64) 416712

**CONSTANTA INTERNATIONAL AIRPORT**

8765 Comuna M. Kogalniceanu  
Director: Sorin Marin  
Tel. (40-41) 665538; Fax (40-1) 312-6331

**CRAIOVA AIRPORT**

Sos. Craiova-Pitesti Km. 7, 1100 Craiova  
Director: Gheorghe Jianu  
Tel. (40-51) 416860; Fax (40-51) 411112

**IASI AIRPORT**

6600 Iasi  
Director: Daniel Peltea  
Tel. (40-32) 271580/90; Fax (40-32) 271570

**ORADEA AIRPORT**

Calea Aradului Km. 7, 3700 Oradea

Director: Gheorghe Pasc

Tel./Fax (40-59) 413085

**SATU MARE AIRPORT**

Sos. Satu Mare-Zalau Km. 9.5, 3900 Satu Mare

Director: Ovidiu Lazarescu

Tel. (40-61) 768640; Fax (40-61) 768776

**SIBIU AIRPORT**

Str. Alba Iulia 73, 2400 Sibiu

Director: (Vacant)

Tel. (40-69) 229235; Fax (40-69) 228347

**SUCEAVA AIRPORT**

Comuna Salcea, 5800 Suceava

Director: Petru Adochitei, GSM (40-94) 544674

Tel. (40-30) 524150; Fax (40-30) 524148

**TARGU MURES AIRPORT**

4313 Vidrasau, Jud. Mures

Director: Petru Stefan Runcan

Technical Director: Bogdan Barbulescu, GSM (40-94) 661151

Tel. (40-65) 164762; Fax (40-65) 168868

**TIMISOARA INTERNATIONAL AIRPORT**

Blvd. Revolutiei 3-5, 1900 Timisoara

Director: Gheorghe Strambeanu

Tel. (40-56) 190658, 191650; Fax (40-56) 190705

**TULCEA AIRPORT**

Sos. Tulcea-Constanta Km. 15, 8800 Tulcea

Director: Constantin Albu

Tel. (40-40) 513152; Fax (40-40) 511040